
Introducing TD SYNEX A Global Overview

**TD SYNEX is branded and trades as Tech Data and Tec D (Malaysia) in the Asia Pacific region, with the exception of Japan and business processing/IT outsourcing services provided in China.*

Introducing TD SYNEX

- We help partners navigate technology ecosystems to unlock opportunities.
- We're 23,500 of the IT industry's best and brightest, who share an unwavering passion for bringing compelling technology products, services and solutions to the world.
- We're a value-added distributor that helps our partners maximize the potential of IT technologies and unlock their growth opportunities.
- We're proud to serve customers and vendors in more than 100 countries with our co-workers in the following locations.



Americas
~12k co-workers

Argentina Brazil
Canada
Chile Colombia Costa Rica Ecuador
Guatemala Mexico
Panama Paraguay
Peru
Puerto Rico
United States
Uruguay Venezuela

Europe
~8k co-workers

Austria
Belgium
Croatia
Czech Republic Denmark
Finland
France
Germany
Hungary
Ireland Italy
Luxembourg

Netherlands Norway
Poland Portugal
Romania Serbia
Slovenia Spain
Sweden Switzerland
Turkey
United Kingdom

APJ
~3k co-workers

Australia
China
Hong Kong
India
Indonesia
Japan
Macau
Malaysia
New Zealand
Republic of Korea
Singapore
Taiwan
Thailand
Vietnam

TD SYNnex At A Glance



1,500+
VENDORS/OEMs



100+
COUNTRIES SERVED



DEEP
VENDOR
RELATIONSHIPS



200,000+
PRODUCTS
& SOLUTIONS

#71
FORTUNE
500 LIST



150,000+
CUSTOMERS



23,500
SKILLED
CO-WORKERS

FORTUNE
WORLD'S
MOST
ADMIRED
COMPANIES

TD SYNEX Shared Values

INCLUSION

Your Voice Matters.

With diverse backgrounds, expertise and experiences, our co-workers make us who we are.

COLLABORATION

We Amplify Strengths.

We meet the over-evolving demands of our customers and the marketplace by bringing out the best in our people and our partners across every aspect of the supply chain.

INTEGRITY

Character Counts.

Acting with honesty, transparency, respect and fairness builds trust.

EXCELLENCE

We Win.

We deliver value to our customers and vendors through our strong work ethic and our commitment to excellence.

Our Purpose

We empower our global partners to achieve great outcomes with technology.

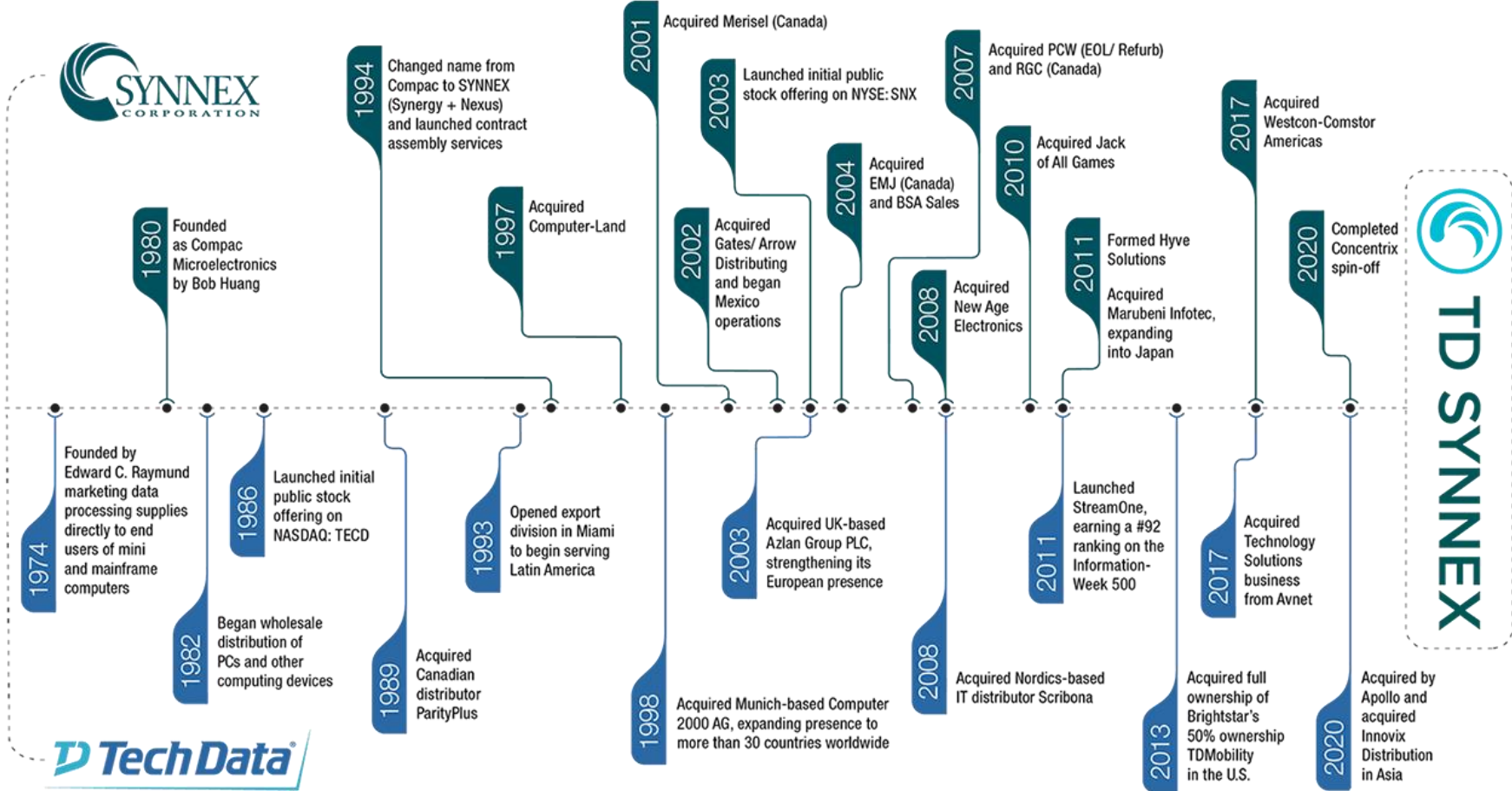
Our Vision

To connect the global IT ecosystem and unlock its potential for all.

Our Mission

We deliver compelling technology solutions to a dynamic global marketplace. Intent on the success of our partners, shareholders and each other, we hold ourselves to the highest standards and deliver excellence every day.

Coming together as TD SYNEX through a history of balanced M&A and organic growth



TD SYNEX Companies include:

A TD SYNEX Company

A TD SYNEX Company

Corporate Social Responsibility



Environmental

At TD SYNEX, our vision for a vibrant, interconnected world remains focused on protecting our environment. We are committed to lowering our global carbon footprint, setting targets for emission reductions, increasing our sustainability initiatives and supporting our customers and vendors.



Social

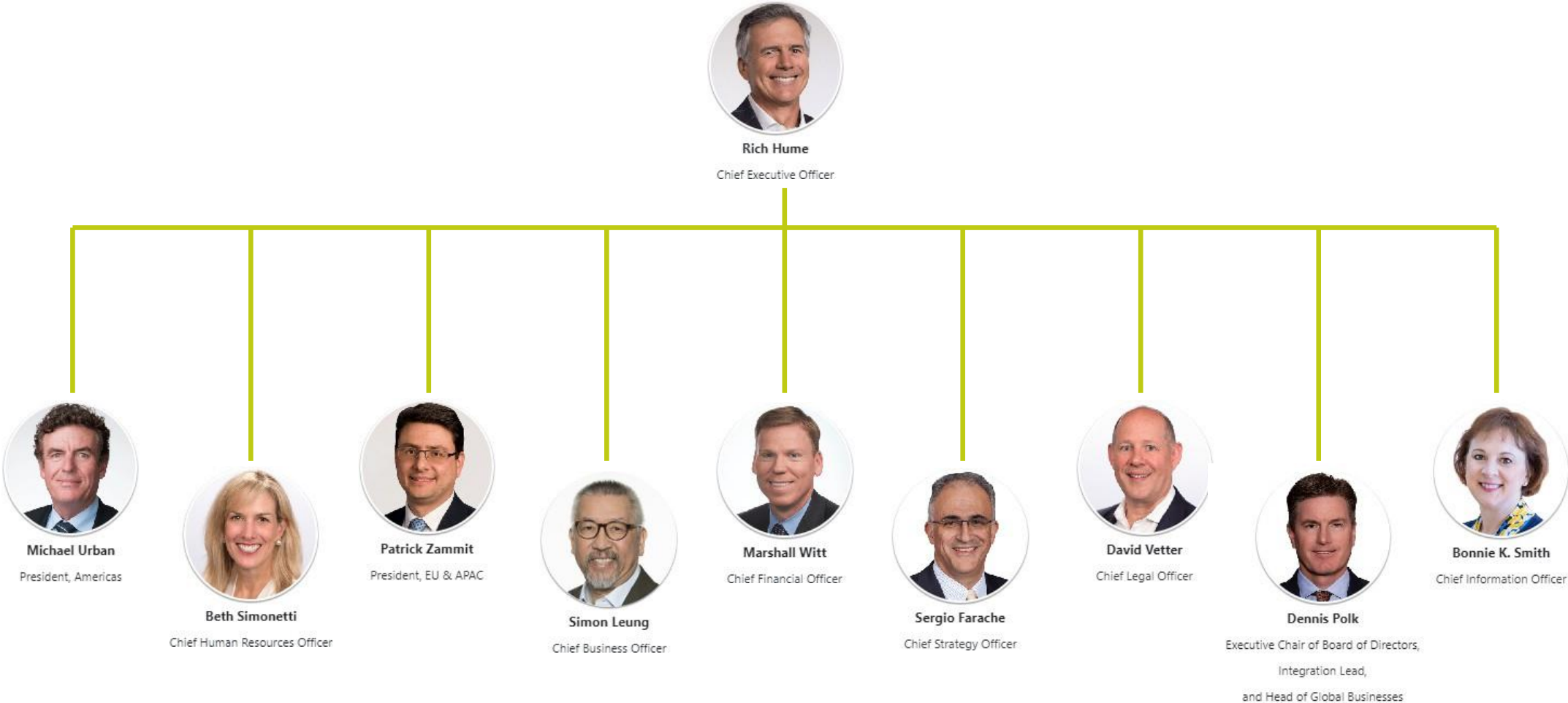
We believe anyone can do great things with technology – and “anyone” is the operative word. Our commitment to social responsibility starts with our co-workers, and we are proud to be recognized as a great place to work, a leader in the promotion and practice of diversity, equity and inclusion, and an active member of the local communities where we live and work.



Governance

True to our values of Inclusion, Collaboration, Integrity and Excellence, we have a proud history of strong corporate governance based on best practices, local requirements and the needs of our co-workers, customers, vendors and investors.

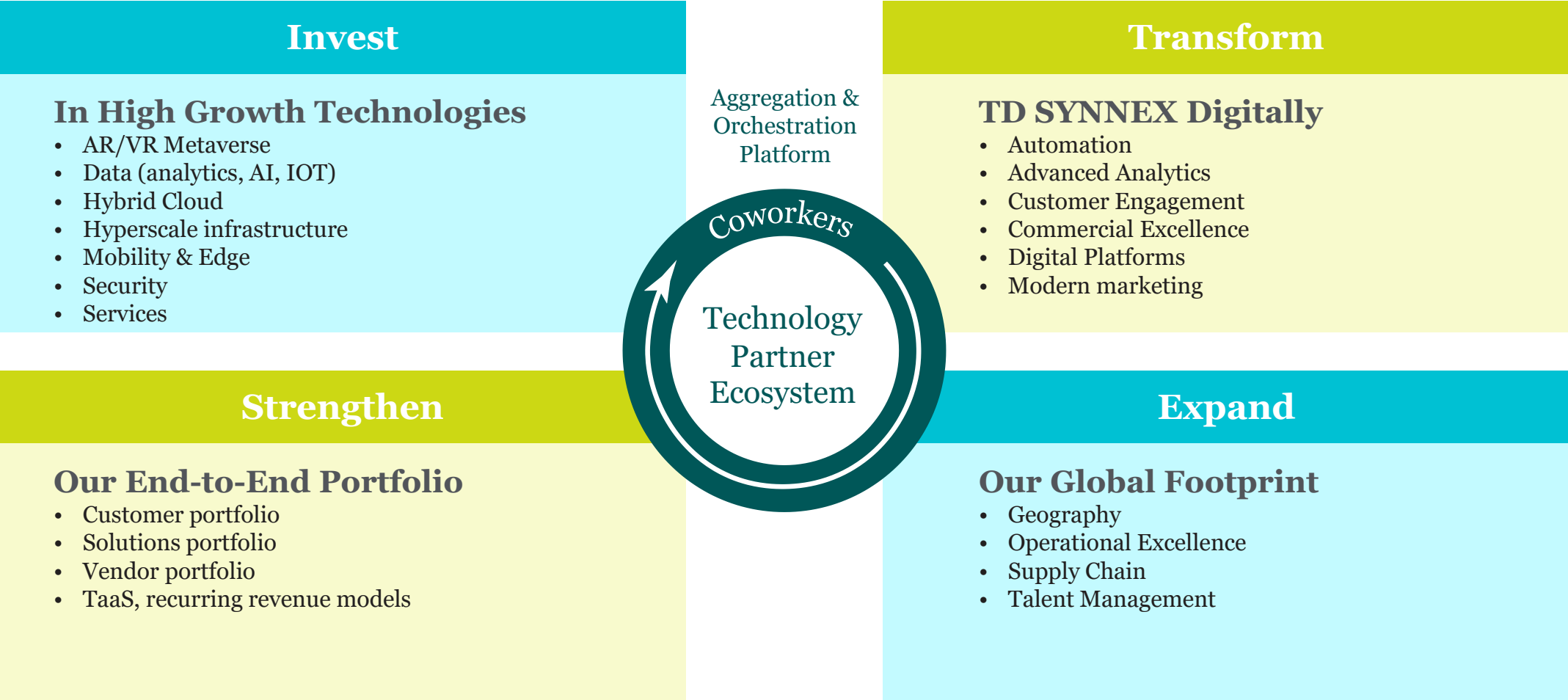
Executive Leadership Team



Connecting the Global IT System

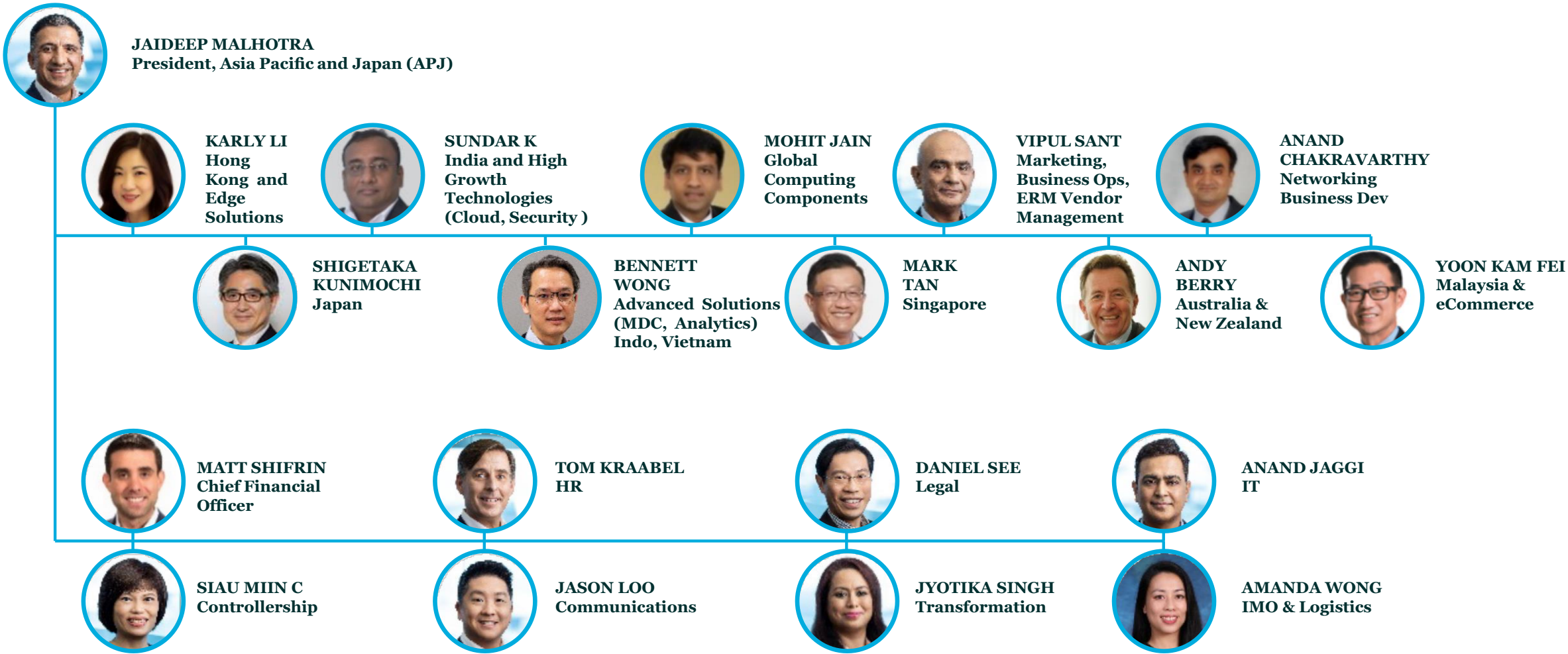


Our Global Strategy



Asia Pacific and Japan Global Reach, Local Expertise

APJ Leadership Team (APJ)



TD SYNEX Presence in APJ

3,848

Coworkers

OFFICES

IN 13

Countries

36,000+

Customers

180+

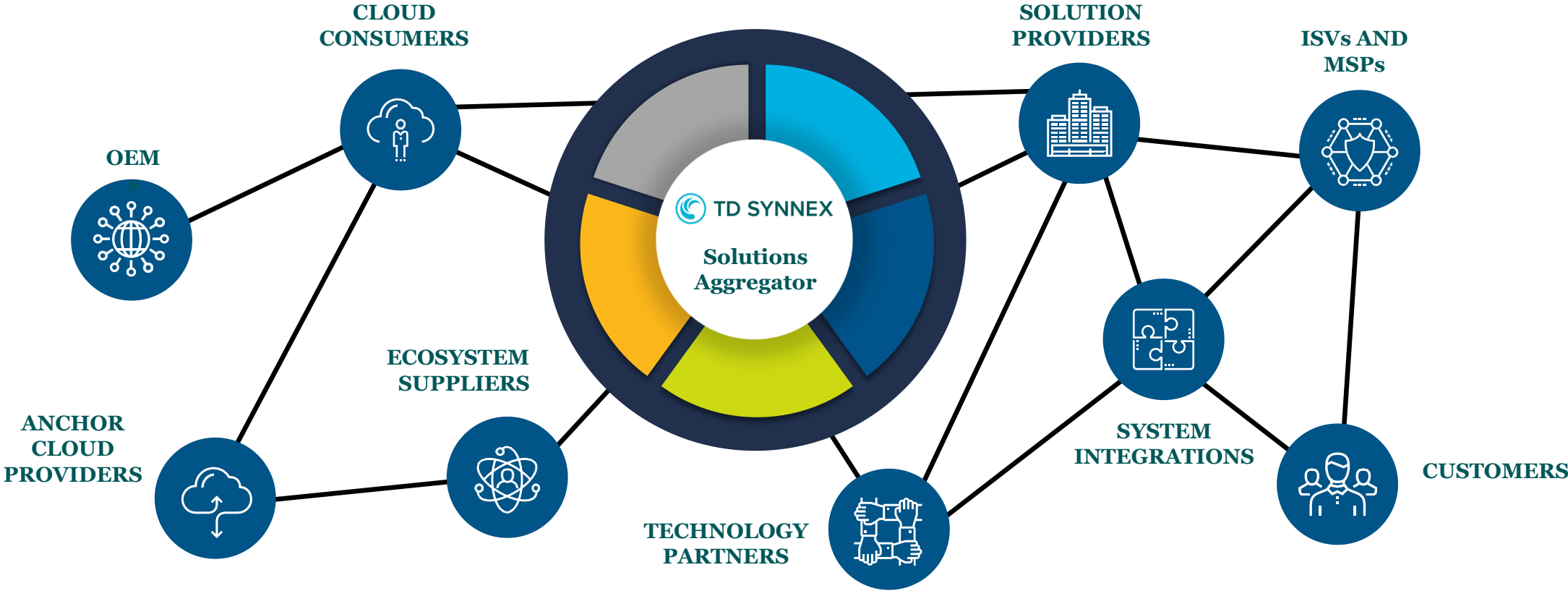
Vendors



EXTENSIVE ASIA PACIFIC & JAPAN FOOTPRINT

Solutions Aggregation & Orchestration

- We connect compelling IT solutions for the Technology Partner Ecosystem.
- We deliver business outcomes and unlock growth for the future.



TD SYNEX's Center of Excellence (COE)

- Building Capabilities to Drive Partners towards Solution Aggregation



Practice Builder

- Sales / Tech Training
- Solution Webinars
- Digital Practice Builder



Solutions Factory

- Click to Run Solutions
- Solutions Play
- Market use cases



Sales Acceleration

- Demonstrations
- Proof of concepts
- Workshops

Strategic Partnership

LEARN

We help you Learn
 Learning to navigate the ever-changing, complex IT landscape is crucial for businesses. We help our partners gain insights into the marketplace, make visible new opportunities and learn new skills. Knowledge is powerful and drives powerful business outcomes.



SOLVE

We Solve technology challenges
 The complexities of bringing technologies and platforms together, ensuring they are robust, secure and efficient requires deep product knowledge and solutions-focused expertise to meet the demands of businesses' IT solutions.

DELIVER

We Deliver innovative technology solutions worldwide
 We empower partners to drive value and help deliver technology solutions through financial services, logistics services, and transactional efficiencies.

EVOLVE

We help you Evolve
 With the vast knowledge and expertise of Tech Data's teams, partners, and programs, we help businesses differentiate themselves and help move into new, advanced areas of IT solutions.

TD SYNnex Services

- See how we help partners deliver profitable growth

Cloud Services



MANAGED SERVICES



PROFESSIONAL SERVICES



24x7 SUPPORT



COE ADVISORY

Security Services

PROFESSIONAL SERVICES					TECHNICAL SUPPORT
DEPLOYMENT SERVICES	IMPLEMENTATION	MIGRATION & UPGRADATION	KNOWLEDGE TRANSFER WORKSHOP	SUPPORT SERVICES	DEDICATED 24x7 SUPPORT

ISV's "As a Service" Offerings

CLOUD ASSESSMENT & MIGRATION	APPLICATION MODERNIZATION	CONTINUOUS CLOUD OPTIMIZATION	SaaS OPERATIONS	MARKETING APPLICATIONS
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The Voice of Our Partners

- TD SYNEX and Tech Data's Direction of Technology 2023: Ecosystem Report is a custom global study of IT ecosystem partners across North America, Europe, LAC and APJ.
- The report highlights industry trends and opportunities for 2024 and beyond, to help partners plan for strategic growth.

AI/ML IS A GROWING REVENUE FOR PARTNERS, INCREASING TO 35%
40% plan to offer AI/ML solutions within the next 24 months.

CHANNEL REVENUE EXPECTATIONS HAVE DROPPED IN THE PAST 12 MONTHS
However, 79% of partners expect some sort of growth in 2023.

PARTNER BUSINESS MODELS ARE SHIFTING TOWARDS SERVICES
Whilst hardware sales appear to be decreasing, the share is shifting to consumption and lifecycle models.

CYBERSECURITY AND INFRASTRUCTURE ARE AT THE FOREFRONT OF CUSTOMER PURCHASING DECISIONS
Hyperscale infrastructure is a larger contributor to revenue for partners.

CYBERSECURITY AND NETWORKING EXPERTISE ARE KEY AREAS FOR PARTNERS
66% of partners stated that they are hiring for skills in security and networking. Investment in hybrid cloud skills is also a priority.

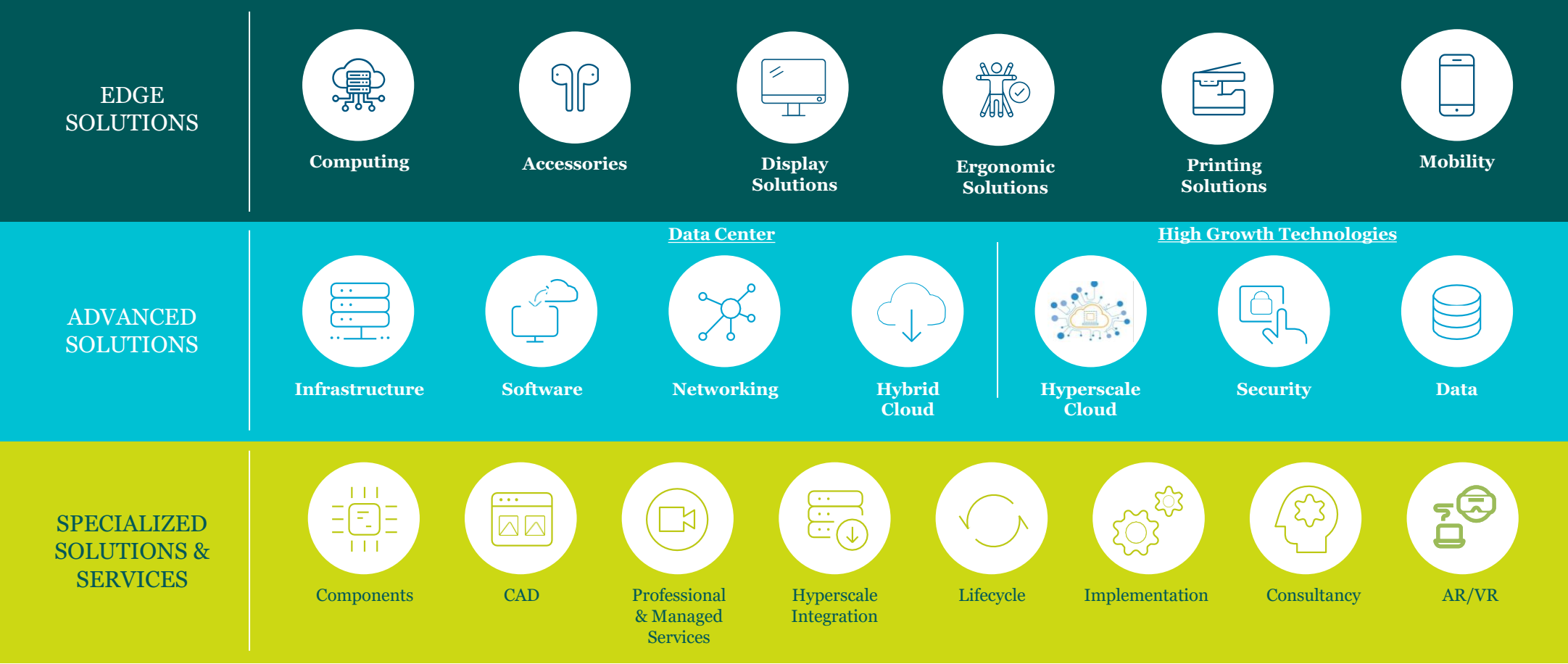
PARTNERS ARE PRIORITIZING FLEXIBLE CONSUMPTION MODELS AND TECH CERTIFICATIONS INVESTMENT
Almost 50% of partners cited cybersecurity certifications and standards as important areas to invest in within the next 24 months.

63% OF PARTNERS CONSIDER INCREASED COMPETITION AND MARGIN PRESSURE AS KEY CHALLENGES
59% cited credit and financial scalability as a challenge they currently face.

IN 2023, PARTNERS ARE EXPECTING SIGNIFICANTLY LESS ORGANIC GROWTH COMPARED TO 2022
62% of partners aim to expand their technology and solutions offerings.

End-to-End Portfolio

- Edge-to-Cloud Products, Services and Solutions



Our Vendors

- The world's leading technology companies trust our people, processes and systems to take their products to market every day.



Our APJ Strategy: Delivering Higher Value

- The world's leading technology companies trust our people, processes and systems to take their products to market every day.



APJ Logistics Footprint



TD SYNEX / Tech Data

- Tech Data warehouse Sydney, Australia
- Tech Data Distribution Singapore
- Tech Data Distribution Malaysia
- Tech Data Distribution Hong Kong
- Tech Data GLMS Singapore
- TD SYNEX Tokyo & Osaka , Japan



Third-Party Logistics

- Eternal Asia 3PL China (3 locations) (GCC)
- Expeditors Hong Kong (GCC)
- DBS 3PL India (6 Locations for TD AS)
- UPS 3PL India (6 Locations for GCC)
- Agility 3PL India (1 Location for GCC)
- KWE 3PL Jakarta, Indonesia
- DHL 3PL Singapore (TD AS + GCC)
- QV Trans 3PL Vietnam



VMI Hubs

- DBS Dell VMI China (GCC)
- DBS Dell VMI Malaysia (GCC)
- HiChain Lenovo VMI Shenzhen (GCC)
- DBS Seagate AWS VMI Singapore (GCC)



Corporate Citizenship in APJ



COMMUNITY RELATIONS

We are dedicated to making a positive impact on the communities where we operate. We have engaged in CSR activities to support various causes and will launch a new charity program across the APJ region in FY23.

SOCIAL



DE&I

We are committed to building an inclusive working culture and have implemented various initiatives to support coworkers such as mentoring sessions, listening circles and events celebrating International Women's Day.

SUSTAINABILITY

We are working towards creating a more sustainable future, with a focus on advancing sustainable practices in energy as well as transportation and logistics. We have also committed to achieving net-zero carbon emissions by 2045 through the Science Based Targets initiative.

ENVIRONMENTAL



GOVERNANCE



CORPORATE STANDARD

We adhere to the highest standards of corporate governance to ensure transparency, accountability & ethical business practices.

APJ Awards & Recognitions



2023 Cloud Rising Star Partner of the Year, Tech Data, APAC



2023 Data Center Solutions Server, Distributor of the Year, Singapore; 2022 Top Distributor Data Center Solutions Server, Top Distributor Two-Sockets Servers, Top Distributor Data Center Solutions Storage, Distributor of the Year, Malaysia



2022 Best Performing Distributor Reseller Coverage, Hong Kong; Top PC Distributor, SMB, Singapore; 2022 The Ultimate Collaboration, Capabilities and Performance, Indonesia; 2022 Top Commercial Desktop Distributor, Malaysia



2022 Asia Distributor of the Year, Singapore



2022 Global Distributor of the Year



2022 Distributor of the Year, Hong Kong



2022 Top Distributor of the Year and Outstanding Presales of the Year, Singapore; 2022 Malaysia Excellent Distributor, Malaysia



2022 Distribution Excellence, India



2022 Top Distributor, Top SMB Distributor, Top Consumer Distributor, Malaysia



2023 Distributor of the Year, Partner Growth and Ecosystem, Indonesia



2022 Highest Loyalty Partner, Japan



2022 Top Equipment Distributor of the Year, Singapore; 2022 Top Distributor of the Year, Hong Kong



2022 Fastest Growing Partner, Japan



2022 Distributor of the Year, ANZ



Channel Asia Innovation Awards 2022 Distribution Innovation, Software Category, Tech Data Singapore



2023 Best Renewals Distributor of the Year, Hong Kong; 2022 Distributor of the Year, Hong Kong; 2022 Top Growing Partner of the Year, Vietnam;



2023 Google for Education Appreciation for Excellent Partnership, Japan; 2022 Cloud Partner of the Year – DEI, Japan



2023 Excellence Sell Partner Award, Japan, 4 consecutive years; 2022 Systems Top Distributor, Singapore; 2022 Partner Recruitment and Activation Distributor of the Year, Vietnam



Great Place To Work Certification, Tech Data Vietnam



2022 Best Distributor of the Year, Tech Data APJ



Hewlett Packard Enterprise

2022 Global Distributor of the Year; 2022 Top Distributor, Singapore; 2022 Best Value-Added Distributor, Vietnam



2023 Surface Distributor of the Year, Operational Excellence Award, Japan; 2023 Partner of the Year, Award for Indirect Providers (Azure), Hong Kong; 2022 Partner of the Year, Award for Indirect Providers, Hong Kong; 2022 Global Summit, Azure Core Infrastructure, Hong Kong; 2022 Top CSP Indirect Provider Partner of the Year, Hong Kong; 2022 CSP Indirect Provider Partner of the Year, Vietnam; 2022 Highest PRO mix, Indonesia; 2022 Highest Server Revenue & Growth, Indonesia; 2022, 2022 Cloud Champions 11 for MWS, India

TD SYNEX in Japan

TD SYNEX Company Profile



Company Name	TD SYNEX K.K.
Founded	October 1962
Representative	Shigetaka Kunimochi
Employees	770 (as of Jun 2024)
Japan Head Office	msb Tamachi-Tamachi Station Tower N, 21F 3-1-1 Shibaura, Minato-ku, Tokyo 108-0023
Group	TD SYNEX Group
Line of Business	Nationwide distribution of personal computers, hardware, software, cloud services, mobile products and related services
No. of Vendors	800+
No. of Resellers	3,200+
Distribution Ratio	Consumer 40 % / Commercial 60%

As a Solution Aggregator

1

Use global network and perspective

- Strong partnership with major global partners.
- Introduce / (Incorporate) the latest technological trends from overseas quickly into the Japan market.

2

What we can do as technology and solution advisor

- Growth strategy in the market of Hybrid Cloud, Network / Security, and Collaboration.
- Strong network / relationship with all domestic retailers and focus on EC-business strategy.
- Problem-solving solution sales.

































3

Meet Various needs with one stop service through IT and distribution networks

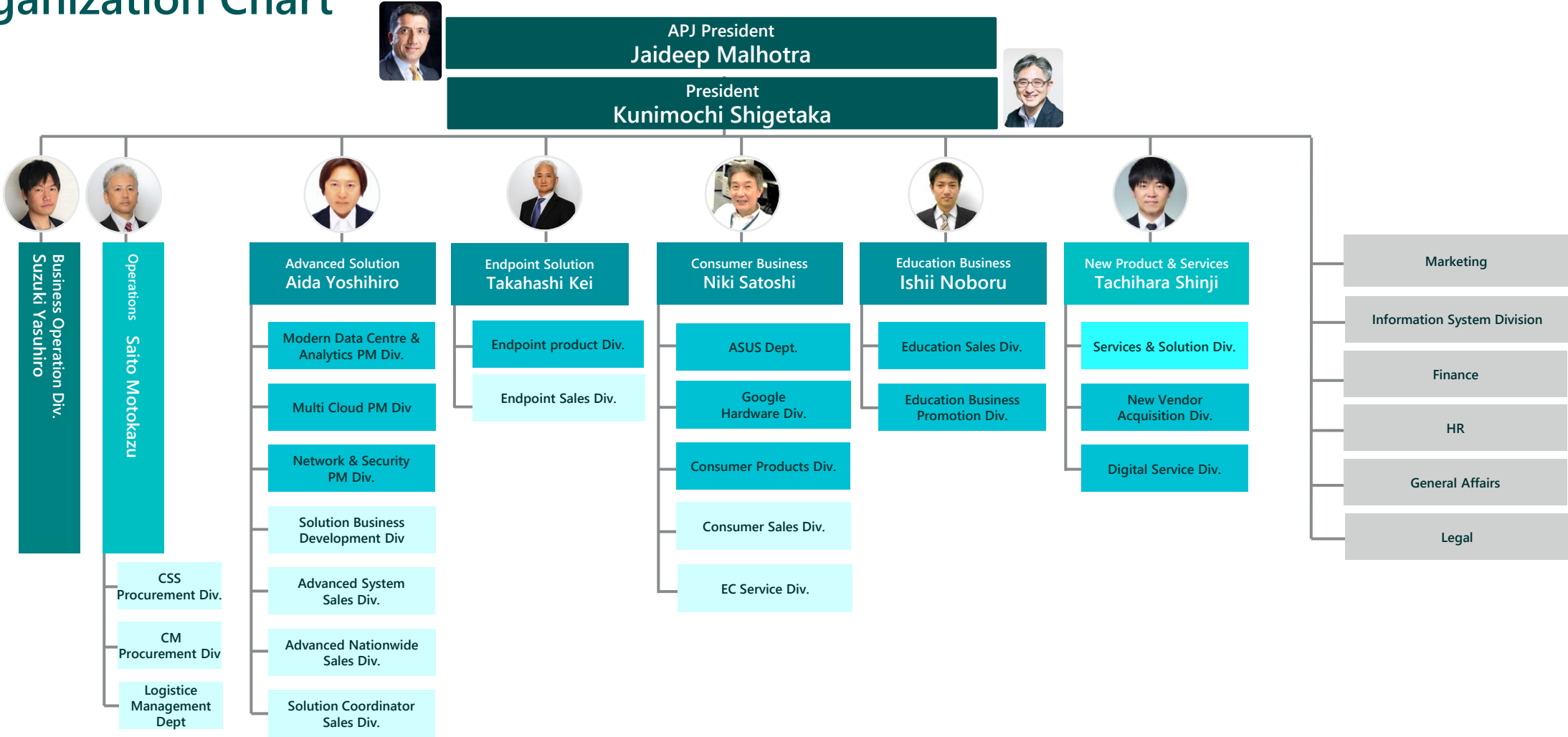
- Provide services widely and quickly using the advantage of global and scale merit.
- 50+ years of experience in distribution.
- Smooth distribution network with unique IT infrastructure such as ECNex and StreamOne® Stellr.
- SERVICESolv, DaaS, Disaster Recovery (DR) Verification Center.

Our Focus Vendors

The following is a partial list of focus vendors.
 As a hybrid distributor, TD SYNnex supports the continued growth of its partners' business by providing optimal IT solutions on the strength of its global network.

Hybrid Cloud	Network	Security	Collaboration	Client Solution	Hardware / Peripherals
     	    	   	     	      	      

Organization Chart



TD SYNnex Commercial Solution



Focus Solutions

HCI, Server, Storage, Cloud,
UC/VC, Network, Security,
VR/AR
DaaS, DR Verification Center,
SERVICESolv, Unique solutions.



Go to Market

Solution approach by vertical: Public service,
Education, Health care, Manufacturing.
Demand generations toward both end-users and our
reseller partners.
New business development for existing SIer, reseller
partners and potential partners.

Solution Objectives

To engage business opportunities by proposing solutions with 3rd platform and to reach end-users



Platform

StreamOne Stellr: Cloud software,
DaaS (Hardware), IoT
ECNex: Unique E-commerce site to approach
existing customers.



End-user Involvement

Directly reaching out to end-users to understand customers and market needs, in order to propose accurate solutions.

Go to Market Case Studies of Best Practices



Education

Nittaidai Ebara High School

Aiming for future cloud computing, the school reduced the number of servers to 1/5 to create a hybrid cloud environment. The school has built a system that can be operated internally, so that it can provide more IT benefits to students.



Education

Wako Schools

Google for Education and Chromebooks have proved efficiency in presentations, IT skills, and learning English as part of the ICT environment necessary for students. Also, the teacher's workload of counting and other tasks has been reduced.



Public

Himeji City Government Office

Nimble storage is adopted to improve the storage processing speed of issues in accordance with the information system optimization plan. Easy maintenance with AI predictive failure management.



Education

Yanagawa High School

The school has adopted the 'Smart School' concept and used the Surface Hub 2S for classes as part of utilizing the latest ICT tools. In addition to remote classes and active learning, they were also able to conduct English classes with overseas schools, to promote globalization.



IT

Asian Link

We have solved the problem of frequent employee replacements both inside and outside the company with "DaaS", which provides PCs along with Microsoft 365 on a monthly basis. The service is system based and contributes to reducing the resource load on the IT side, as it comes with support and does not require disposal.



Health Care

Katsunuma Nursing Center

Avaya Office enables nurse call and smartphone integration. Introduced smart phones instead of pagers and PHS to improve productivity while utilizing the existing environment. In the future, they expect to add functions such as AI to determine urgency.

TD SYNnex Consumer Solution



Focus Solutions

Cutting-edge product:
5G、Home IoT、AR/VR、Drone.
Propose cross selling as below:
Consumer to Commercial,
Commercial to Consumer.



Data analysis

Support our partners to expand business with POS
data / EC data analysis.

Solution Objectives

We support expanding business
with multiple channels of
Retailer and EC,
and data analysis.



Channel

Develop business with multiple channels.



Online Service

We have online services as below:
EC store operation
Social media operational substituting
...and more.

Why TD SYNEX? About Our Services

Our Unique IT Infrastructures to Support Partners' Business

StreamOne® *Stellr*

TD SYNEX has developed a unique portal site for resellers in Japan that focuses on cloud solutions. It is a comprehensive tool for orders, contract listings, renewal management, etc., and provides information through provisioning (no user activation or initial setup required), cloud community, and marketplace.



ECNex® is a search + quotation + order system designed to meet your needs. It not only allows you to search for products, but also provides an "Easy Quotation" function that allows you to create quotations, including software licenses, by simply following the on-screen instructions.



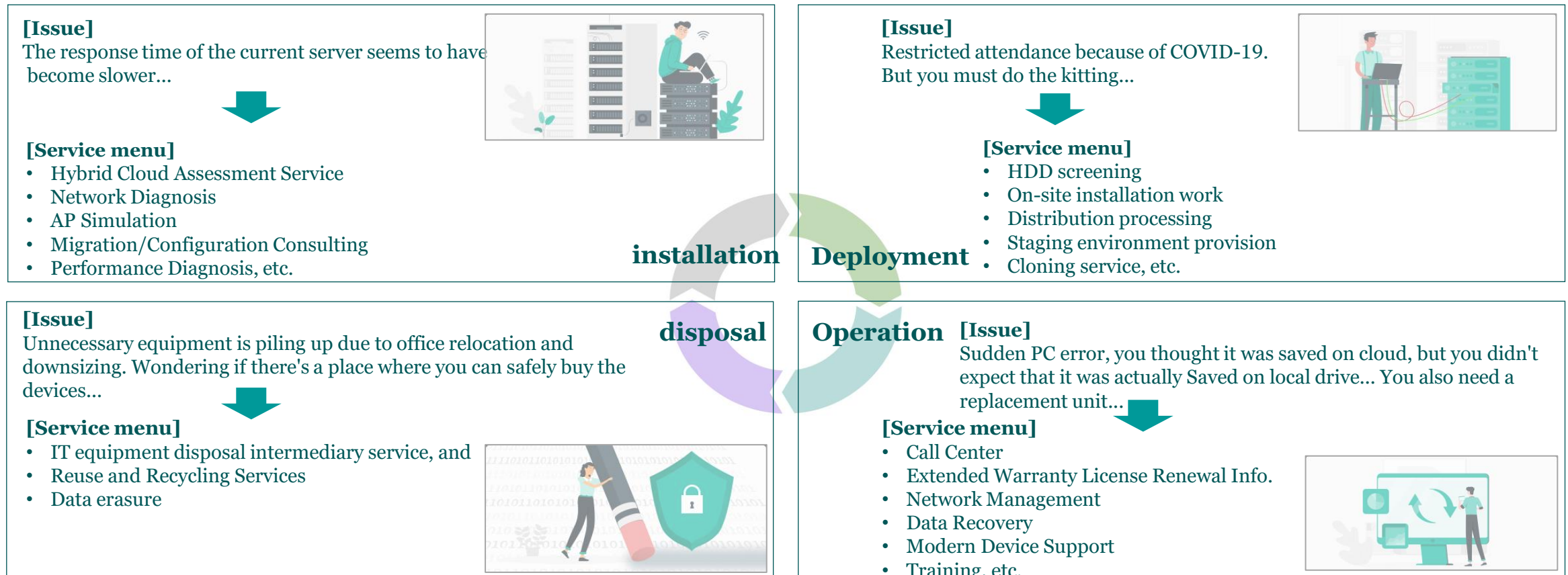
A software license e-commerce store operated by TD SYNEX, where you can get a quotation in just three steps, quickly and easily, and sign a license contract on the Web. There is no need to obtain a login ID or password, making it easy to purchase.

About our Service Solution: "SERVICESolv®"

We can solve your problems with our diverse service menu.

SYNNEX
SERVICESolv®

[Issues in each phase and our solutions]



Optimized Logistics services

● Warehousing and Shipping operations at Tokyo and Osaka distribution centers

Receiving : Receive the product.

Receiving Inspection : Inspect amount, SKU # and etc.

Warehousing : After inspection, record inventory.

Storage : Storage product on right way to keep the quality.

Shipping instructions : Instruct product, amount, date.

Picking : pick product from storage.

Inspection : Inspect products after picking.

Shipment : Shipping from the warehouse to customers.

Inventory : Count inventory based on the rules.

● Kitting services

Distribution processing (BOX packaging, labeling and etc.)

● Logistic service for partners

3PL

● **Customer service center** : return request operation

● **Operation center** : Return receiving, shipping to vendors

● **Repair Reception Center**: Handling repair requests from customers

● **Cost optimization of warehouse operations and other multiple services**



Optimization Service to EC Market

Proposal	Support product proposal / promotion for multiple EC site
Platform Amazon	Operate distribution / opening / promotion strategy at Amazon platform.
D2C support	Support to launch / operate D2C site including opening multiple EC site.
EC distribution	Optimize to help grow vendor's business through EC distribution.
Data/Content management	Optimize product data and content for multiple EC site.



Marketing Services

Collaborative Marketing

Digital Marketing

- White paper co-creation
- Landing page co-creation
- e-DM
- Video creations / Webinar
- Online ads
- Social media operational substituting



Offline Marketing

- Co-hosting seminar and event
- Out-bound calls / Tele-marketing
- Flyer / Poster / Artwork creations
- Demo unit rentals, engineering support...and more.

Varnex Japan Community Varnex Japan Cloud Community

Maximize the success of sales for local resellers and vendors through the community

- Annual conference and regional events
- Portal site, e-DM magazines and sales contest
- Product trainings to strengthening sales capabilities
- Co-marketing to increase sales
- SYNNEX US Varnex Conference tour



Sales contest ceremony

Annual Conference

Please kindly refer to our “Marketing Book” for more details.

APAC COE - Center of Excellence

With APAC CoE, we can provide solutions that combined multiple products to the customers.
 80 solutions have already been implemented at overseas, and with the Click2Run function, we can push PoC to live directly.

Data Center Modernization	Hybrid Cloud	Cloud	DevOps	Analytics	Security
<p><u>Solutions</u></p> <p>Business Continuity Automation AIOps VDI SDDC HCI</p>	<p><u>Solutions</u></p> <p>Private/Public Cloud Simplified Mgmt. Business Continuity Automation Workload Migration</p>	<p><u>Solutions</u></p> <p>Click2Run SAP on Azure DC Modernization Azure Virtual Desktop Microsoft 365</p>	<p><u>Solutions</u></p> <p>App Modernization Containerization Microservices Workload Automation Orchestration</p>	<p><u>Solutions</u></p> <p>Data Visualization Data Warehouse Data Lake Data Science Machine Learning</p>	<p><u>Solutions</u></p> <p>Perimeter Security Application Security Web Security Cybersecurity</p>
<p>27</p> <p>Solutions</p>	<p>6</p> <p>Solutions</p>	<p>11</p> <p>Solutions</p>	<p>4</p> <p>Solutions</p>	<p>10</p> <p>Solutions</p>	<p>29</p> <p>Solutions</p>



Thank You